

Lettuce:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during July, 2003. The denominator represents the total number of FEU shipped, by a carriers, throughout the 2003 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, July, 2003.

Market Share-July:

Each carrier's current market share is based on the number of containers shipped during July, 2003. Source: PIERS, July, 2003.

Market Share-CY 2003:

Each carrier's market share is based on the total number of containers shipped throughout the 2003 calendar year. Source: PIERS, 2003.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line", "The Shipping Guide on the Web", and individual shipping line websites.

Ocean Rates:

Ocean rates are applicable for September 30, 2003. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source Identified through the Descartes on-line rate tariff, PLUS Tariff retrieval systems, extariff rate retrieval system, and individual shipping line websites.

Container Rate:

Container rates for Lettuce are quoted on full, 40-foot refrigerated containers unless otherwise noted.

Definitions:

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, Heidi Reichert, April Taylor, and Camia Lane of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325, Taylor on (202) 690-1326, or Lane on (202) 690-1304 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

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L.A./L.B./Oakland Ports To Hong Kong

Lettuce

Monthly Market Share For: July 2003

Month\Year: 61.1 \ 232.7

Month (Tear. O (2	02.7		Transit Time in Days									
Carrier	Market Share			Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
OOCL	24%	15%	13	\$3,875	\$230	\$40						\$4,145
Maersk-SeaLand	20%	17%	15	\$3,775	\$230	\$40						\$4,045
MOL	18%	16%	13	\$3,300	\$230	\$40						\$3,570
Hyundai	13%	15%	16									
P&O Nedlloyd	10%	9%	13	\$3,250	\$230							\$3,480
Yang Ming	10%	7%	16									
NYK Line	5%	13%	17	\$2,775	\$230							\$3,005
APL	1%	8%	13	\$4,650	\$230	\$40						\$4,920

Weighted Average Container Rate \$3,849

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Lettuce

Monthly Market Share For: July 2003

Month\Year: 51.8 \ 167.3

Wionun Tear. 31.0 V	107.3	Market	Transit										
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
MOL	43%	26%	12	\$3,300	\$230	\$40							\$3,570
APL	27%	15%	13	\$4,650	\$230	\$40	3%						\$5,060
Yang Ming	15%	39%	16										
P&O Nedlloyd	8%	12%	13	\$4,125	\$230		4%						\$4,520
Evergreen	4%	1%	20	\$3,400	\$230	\$40							\$3,670
NYK Line	4%	1%	14	\$2,775	\$230								\$3,005
OOCL	0%	5%	13	\$3,875	\$230	\$40							\$4,145

Weighted Average Container Rate \$4,103

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Lettuce

Monthly Market Share For: July 2003

Month\Year: 2.9 \ 5.8

Within Tear. 2.0 (0.0	•	Market	Transit									
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	B AF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
OOCL	68%	78%	13	\$4,175	\$230	\$40						\$4,445
MOL	32%	22%	22	\$3,800	\$230	\$40						\$4,070

Weighted Average Container Rate \$4,329

L.A./L.B./Oakland Ports To Singapore

Lettuce

Monthly Market Share For: July 2003

Month\Year: 67.6 \ 339.0

300.0	Market	Transit Time in Days										
Market Share	Share CY		Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
41%	32%	21	\$3,800	\$230	\$40							\$4,070
27%	27%	17	\$4,175	\$230	\$40							\$4,445
12%	22%	17	\$4,125	\$230	\$40	10%						\$4,808
12%	15%	21	\$4,100	\$230	\$40	8%						\$4,698
6%	3%	21										
3%	1%	17	\$2,975	\$230								\$3,205
	Market Share 41% 27% 12% 12% 6%	Market Share Market Share Share CY 41% 32% 27% 27% 12% 22% 12% 15% 6% 3%	Market Share Transit Time in Days 41% 32% 21 27% 27% 17 12% 22% 17 12% 15% 21 6% 3% 21	Market Share Share Transit Time in Days Ocean Rate 41% 32% 21 \$3,800 27% 27% 17 \$4,175 12% 22% 17 \$4,125 12% 15% 21 \$4,100 6% 3% 21	Market Share Transit Time in Days Ocean Rate BAF 41% 32% 21 \$3,800 \$230 27% 27% 17 \$4,175 \$230 12% 22% 17 \$4,125 \$230 12% 15% 21 \$4,100 \$230 6% 3% 21 \$4,100 \$230	Market Share Transit Time or in Days Ocean Rate BAF CHASSIS 41% 32% 21 \$3,800 \$230 \$40 27% 27% 17 \$4,175 \$230 \$40 12% 22% 17 \$4,125 \$230 \$40 12% 15% 21 \$4,100 \$230 \$40 6% 3% 21 \$4,100 \$230 \$40	Market Share Transit Time in Days Ocean Rate BAF CHASSIS CAF 41% 32% 21 \$3,800 \$230 \$40 27% 27% 17 \$4,175 \$230 \$40 12% 22% 17 \$4,125 \$230 \$40 10% 12% 15% 21 \$4,100 \$230 \$40 8% 6% 3% 21	Market Share Time CY in Days Ocean Rate BAF CHASSIS CAF THC 41% 32% 21 \$3,800 \$230 \$40 27% 27% 17 \$4,175 \$230 \$40 12% 22% 17 \$4,125 \$230 \$40 10% 12% 15% 21 \$4,100 \$230 \$40 8% 6% 3% 21	Market Share Time CY in Days Ocean Rate BAF CHASSIS CAF THC CFS Rec 41% 32% 21 \$3,800 \$230 \$40 27% 27% 17 \$4,175 \$230 \$40 12% 22% 17 \$4,125 \$230 \$40 10% 12% 15% 21 \$4,100 \$230 \$40 8% 6% 3% 21	Market Share Time CY in Days Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB 41% 32% 21 \$3,800 \$230 \$40 27% 27% 17 \$4,175 \$230 \$40 12% 22% 17 \$4,125 \$230 \$40 10% 12% 15% 21 \$4,100 \$230 \$40 8% 6% 3% 21	Market Share Time or in Days Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB Cotton R. 41% 32% 21 \$3,800 \$230 \$40 27% 27% 17 \$4,175 \$230 \$40 12% 22% 17 \$4,125 \$230 \$40 10% 12% 15% 21 \$4,100 \$230 \$40 8% 6% 3% 21	Market Share Time CY Ocean In Days BAF CHASSIS CAF THC CFS Rec ARB Cotton R. Size 41% 32% 21 \$3,800 \$230 \$40 27% 27% 17 \$4,175 \$230 \$40 12% 22% 17 \$4,125 \$230 \$40 10% 12% 15% 21 \$4,100 \$230 \$40 8% 6% 3% 21 \$4,100 \$230 \$40 8%

Weighted Average Container Rate \$4,320

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Lettuce

Monthly Market Share For: July 2003

Month\Year: 16.5 \ 124.9

	Market Share CY	Transit Time in Days										
Market Share			Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
36%	13%	9	\$4,050	\$230	\$40	41%						\$5,981
26%	41%	11	\$3,775	\$230	\$40	41%						\$5,593
24%	3%	40										
12%	3%	10	\$3,675	\$230	\$40							\$3,945
1%	7%	10	\$2,700	\$285	\$40	41%						\$4,132
0%	6%	10										
0%	16%	10	\$3,250	\$230	\$40	41%						\$4,853
0%	5%	12	\$2,825	\$230								\$3,055
0%	3%	11	\$3,300	\$230	\$40							\$3,570
	Market Share 36% 26% 24% 12% 1% 0% 0%	Market Share Market Share CY 36% 13% 26% 41% 24% 3% 12% 3% 1% 7% 0% 6% 0% 5%	Market Share Transit Time in Days 36% 13% 9 26% 41% 11 24% 3% 40 12% 3% 10 0% 6% 10 0% 16% 10 0% 5% 12	Market Share Share Transit Time in Days Ocean Rate 36% 13% 9 \$4,050 26% 41% 11 \$3,775 24% 3% 40 12% 3% 10 \$3,675 1% 7% 10 \$2,700 0% 6% 10 0% 16% 10 \$3,250 0% 5% 12 \$2,825	Market Share Transit Time Ocean Ocean Rate BAF 36% 13% 9 \$4,050 \$230 26% 41% 11 \$3,775 \$230 24% 3% 40 40 12% 3% 10 \$3,675 \$230 1% 7% 10 \$2,700 \$285 0% 6% 10 0% 16% 10 \$3,250 \$230 0% 5% 12 \$2,825 \$230	Market Share Transit Time Time In Days Ocean Rate BAF CHASSIS 36% 13% 9 \$4,050 \$230 \$40 26% 41% 11 \$3,775 \$230 \$40 24% 3% 40 12% 3% 10 \$3,675 \$230 \$40 1% 7% 10 \$2,700 \$285 \$40 0% 6% 10 \$3,250 \$230 \$40 0% 16% 10 \$3,250 \$230 \$40 0% 5% 12 \$2,825 \$230	Market Share Transit Time CY in Days Ocean Rate BAF CHASSIS CAF 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 <	Market Share Time Time Time Ocean Ocean Rate BAF CHASSIS CAF THC 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 <td< td=""><td>Market Share Time CY Ocean In Days BAF CHASSIS CAF THC CFS Rec 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 40 41% 41% 41% 12% 3% 10 \$3,675 \$230 \$40 41% 1% 7% 10 \$2,700 \$285 \$40 41% 0% 6% 10 \$3,250 \$230 \$40 41% 0% 5% 12 \$2,825 \$230 \$40 41%</td><td>Market Share Time CY Ocean In Days BAF CHASSIS CAF THC CFS Rec ARB 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 40 41% 41% 41% 12% 3% 10 \$3,675 \$230 \$40 41% 0% 6% 10 \$2,700 \$285 \$40 41% 0% 16% 10 \$3,250 \$230 \$40 41% 0% 5% 12 \$2,825 \$230 \$40 41%</td><td>Market Share Time or in Days Ocean Rate BAF CHASSIS CAF THC CFS Rec or ARB Cotton R. 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 40 41% 41% 12% 3% 10 \$3,675 \$230 \$40 41% 1% 7% 10 \$2,700 \$285 \$40 41% 0% 6% 10 \$3,250 \$230 \$40 41% 0% 16% 10 \$3,250 \$230 \$40 41% 0% 5% 12 \$2,825 \$230 \$40 41%</td><td>Market Share Transit Time or Days Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB Cotton R. Size 36% 13% 9 \$4,050 \$230 \$40 41% <</td></td<>	Market Share Time CY Ocean In Days BAF CHASSIS CAF THC CFS Rec 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 40 41% 41% 41% 12% 3% 10 \$3,675 \$230 \$40 41% 1% 7% 10 \$2,700 \$285 \$40 41% 0% 6% 10 \$3,250 \$230 \$40 41% 0% 5% 12 \$2,825 \$230 \$40 41%	Market Share Time CY Ocean In Days BAF CHASSIS CAF THC CFS Rec ARB 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 40 41% 41% 41% 12% 3% 10 \$3,675 \$230 \$40 41% 0% 6% 10 \$2,700 \$285 \$40 41% 0% 16% 10 \$3,250 \$230 \$40 41% 0% 5% 12 \$2,825 \$230 \$40 41%	Market Share Time or in Days Ocean Rate BAF CHASSIS CAF THC CFS Rec or ARB Cotton R. 36% 13% 9 \$4,050 \$230 \$40 41% 26% 41% 11 \$3,775 \$230 \$40 41% 24% 3% 40 40 41% 41% 12% 3% 10 \$3,675 \$230 \$40 41% 1% 7% 10 \$2,700 \$285 \$40 41% 0% 6% 10 \$3,250 \$230 \$40 41% 0% 16% 10 \$3,250 \$230 \$40 41% 0% 5% 12 \$2,825 \$230 \$40 41%	Market Share Transit Time or Days Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB Cotton R. Size 36% 13% 9 \$4,050 \$230 \$40 41% <

Weighted Average Container Rate \$5,492